

Ref: PROC/KBPMS/P/204

Dated: 26-03-2019

Announcement of Evaluation Report

Description	Details
Name of Procuring Agency:	Punjab Skills Development Fund
Title of Procurement:	Hiring of firm for Provisioning of Knowledge- Based Project Management Services
Method of Procurement:	Quality and Cost Based Selection (QCBS)
Procedure of Procurement:	EOI/RFP
Date & Time of Bid Closing:	EOI 08-Feb-18 at 03:00 PM & RFP-08-Mar-19 at 03:00 PM
Date & Time of Bid Opening	EOI 08-Feb-18 at 03:30 PM & RFP 08-Mar-19 at 03:30 PM
No of EOI Received:	EOI Received=13 Qualified for RFP=8 RFP Received =7 Qualified for Financial Opening=3
Evaluation Report:	Cited Below



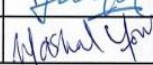

EOI-Eligibility:

Expression of Interest for Provision of Knowledge Based Project Management Services						
Eligibility Response						
Sr. No	Firm Name	Should be a legal entity i.e. Firm/ Company (copy of incorporation / registration certificate)	Provide National Tax Number (NTN) and General Sales Tax (GST) / Provincial Sales Tax (PST) (if applicable)	Must be an Active Tax payer as per "Active Tax Payer List" of FBR.	Affidavit on stamp paper declaring that company is not blacklisted	Result
1	Abacus Consulting Technology (Pvt.) Ltd	✓	✓	✓	✓	Eligible
2	Grant Thornton Consulting (Pvt.) Ltd	✓	✓	✓	✓	Eligible
3	Procon Consultants	✓	✓	✓	✓	Eligible
4	UHY Hassan Naeem	✓	✓	✓	✓	Eligible
5	GAT Consulting (Pvt Ltd)	✓	✓	✓	✓	Eligible
6	Sustainable Development Policy Institute (SDPI)	✓	✓	✓	✓	Eligible
7	VTT Global (Private) Limited	✓	✓	✓	✓	Eligible
8	AASA Consulting	✓	✓	✓	✓	Eligible
9	Institute of Social and Policy Sciences (I-SAPS)	✓	✓	✓	✓	Eligible
10	SEMIOTICS	✓	✓	✓	✓	Eligible
11	DevTrio Consultants	✓	✓	✓	✓	Eligible
12	SEBCON Pvt. Ltd	✓	✓	✓	✓	Eligible
13	CHIP Training & Consulting	✓	✓	✓	✓	Eligible

CONSULTANT SELECTION COMMITTEE (CSC)		
Name	Remarks	Signature
Mr. Ali Akbar Bosan, Chief Operating Officer		
Mr. Syed Farrukh Mehdi Jafri, CFO		
Mr. Asim Pasha, Head Human Resource		
Mr. Faisal Rafiq, Head Procurement		
Ms. Mashal Yousaf, Assistant Manager Research		

EOI-Technical Evaluation:

EOI-TECHNICAL EVALUATION FOR KNOWLEDGE BASED PROJECT MANAGEMENT SERVICES															
		SDPI	ABACUS Consulting	VTT Global	SEBCON	Grant Thorton	AASA	CHIP Consulting	GAT Consulting	DEV Trio Consultants	Semiotics	I-SAPS	UHY	Procon	
Experience of firm															
a	Experience in research, knowledge and content-based work.	9	3	7.5	3	6	3	6	4.5	3	4	2	4	6	0
b	Experience in conducting base/ field research, writing TORs, research reports, demonstrating editorial and writing expertise	9	3	7.5	0	9	6	6	2	3	3	0	4	9	0
c	Experience of writing publishable reports and related documents	9	3	9	0	3	3	3	3	3.5	0	1.5	4	3	0
d	Consultant management, working with government, semi-government, not-for-profit organizations and / or donors carrying out assignments.	6	3	4	4	4	6	6	3	3	2.5	3	4	6	2
e	Concurrent management of multiple projects	7	0	0	0	0	7	0	0	0	0	0	3	5	0
Total Experience of firm		40	12.00	28.00	7.00	22.00	25.00	21.00	12.50	12.50	9.50	6.50	19.00	29.00	2.00
Team structure and profile															
a	Project Manager:- Master's degree or equivalent and 8 years	10	10	10	0	0	0	10	10	10	10	10	10	0	10
b	Team Lead: Bachelor's degree or equivalent and 5 years	10	10	10	10	10	10	10	10	10	10	10	10	10	10
c	Research Analyst : Bachelor's degree or equivalent and 5 years	10	10	10	0	10	10	10	10	10	0	10	10	10	0
d	Subject Matter Expert: Bachelor's degree or equivalent and 5 years	10	10	10	10	10	10	10	0	10	10	10	10	10	0
Total - Team Structure		40	40.00	40.00	20.00	30.00	30.00	40.00	30.00	40.00	30.00	40.00	40.00	30.00	20.00
Company Financials															
a	Less than Rs 5M	0								0					
b	Rs. 5M but less than Rs. 7M	10													
c	Rs. 7M but less than Rs. 10M	15													
d	Rs. 10M and above	20	20	20	20	20	20	20	20	20	20	20	20	20	0
Total - Financial Turnover		20	20.00	20.00	20.00	20.00	20.00	20.00	20.00	0.00	20.00	20.00	20.00	20.00	0.00
Total Score		100.00	72.00	88.00	47.00	72.00	75.00	81.00	62.50	52.50	59.50	66.50	79.00	79.00	22.00
Result		Qualified	Qualified	Dis-Qualified	Qualified	Qualified	Qualified	Qualified	Dis-Qualified	Dis-Qualified	Dis-Qualified	Qualified	Qualified	Qualified	Dis-Qualified

Consultant Selection Committee			
Name	Designation	Comments	Signature
Mr. Ali Akbar Bosan	Chief Operating Officer		
Mr. Syed Farrukh Jafri	Chief Financial Officer		
Mr. Asim Pasha	Head Human Resource		
Mr. Faisal Rafiq	Head Procurement		
Ms. Mashal Yousaf	AM Research		

RFP-Technical Evaluation:

RFP Technical Evaluation-Provision of Knowledge Based Project Management Services										
			1	2	3	4	5	6	7	
Proposal Evaluation Sheet			SDPI	ABACUS Consulting	SEBCON	Grant Thornton	AASA	I-SAPS	UHY	
Experience of Firm (30)										
a	Concept paper	Submit three most relevant / similar assignments of the last five years. Attach ONE document against each of the below (1-3) as evidence against each assignment that best portrays your firm's capabilities: The documents attached will be judged on the basis of the richness of the content and the writing ability	10	10	10	0	3	6	10	6
	Project Management document of any one assignment		10	10	5	0	3	0	10	5
	Published report and/or a policy recommendations document		10	10	10	0	3	10	5	5
Total Marks (Experience of Firm)			30	30	25	0	9	16	25	16
Approach & Methodology (40)										
			SDPI	ABACUS Consulting	SEBCON	Grant Thornton	AASA	I-SAPS	UHY	
a	Understanding of the client's need (not more than one page)		5	1	4	4	5	4	5	0
	Identification of critical success factors that will be considered to make this assignment successful. (not more than 2 pages)		10	3	8	8	5	6	8	2
	Overall methodology adopted to make the project successful on the following criteria: (not more than 5 Pages)	Approach & methodology	5	2	4	3	2	4	5	2
		Key elements	5	0	4	3	2	4	5	0
		Phasing of the assignment	5	1	4	3	3	4	3	0
		Final deliverables	5	3	4	3	5	4	5	0
Risks identification and mitigation strategies		5	0	4	0	2	4	0	0	
Total Marks (Approach & Methodology)			40	10	32	24	24	30	31	4
Team Structure (30)										
			SDPI	ABACUS Consulting	SEBCON	Grant Thornton	AASA	I-SAPS	UHY	
2	Experience of Team	Key Management – MUST have Minimum 5 years of Project Management experience. (Provide CV)	10	5	10	5	5	10	4	5
		Support staff – MUST have minimum 2 years of Project Management experience. (Provide CV)	5	5	5	5	2	0	2	2
		Report writing specialists. MUST have minimum 3 years' experience of report writing. Attached evidence.	5	5	3	0	3	0	2	0

RFP Technical Evaluation-Provision of Knowledge Based Project Management Services									
			1	2	3	4	5	6	7
Proposal Evaluation Sheet			SDPI	ABACUS Consulting	SEBCON	Grant Thornton	AASA	I-SAPS	UHY
3	Proficiency with Project Management Software and Tools- (Provide Supportive Evidence)		5	5	5	0	0	2	0
4	Staffing schedule according to Workplan - minimum 70% of proposed team members MUST be full time staff (Employment letter)		5	5	5	0	2	5	2
Total Marks (Team Structure)			30	25	28	10	12	15	9
Grand Total			100	65	85	34	45	56	29

Consultant Selection Committee			
Sr	Name of member	Comments	Signatures
1	Mr. Ali Akbar Bosan, Chief Operating Officer		
2	Mr. Farrukh Jafri, Chief Financial Officer		
3	Mr. Asim Pasha, Head Human Resource	<i>Please proceed accordingly.</i>	
4	Mr. Faisal Rafiq, Head Procurement	<i>Please proceed with financial opening of bid.</i>	
5	Ms. Mashal Yousaf, Assistant Manager R & P	<i>Please proceed</i>	

Financial Evaluation:

Financial Result-Knowledge Based Project Management Services			
Detail of Bid Price	Bid Price in PKR offered by Qualified Bidders		
	Abacus Consulting Pvt. Ltd	SDPI	I-SAPS
Bid Price (PKR) inclusive of taxes	5,231,774	1,340,000	2,341,717

QUALITY COST BASED SELECTION										
Sr. No.	Bidder Name	Technical Score	Technical weighting	Weighted Technical Score (WTS)	Financial Bid in PKR (Inclusive of all taxes)	Financial Score	Financial Weighting	Weighted Financial Score (WFS)	Total Score	Rank
		Max. 100	As of 80%			Max. 100	As of 20%		WTS+WFS	
1	Abacus Consulting Pvt. Ltd	85	68	68	5,231,774.0	26	5.1	5.1	73.1	1
2	SDPI	65	52	52	1,340,000.0	100	20.0	20.0	72.0	2
3	I-SAPS	71	56.8	56.8	2,341,717.0	57	11.4	11.4	68.2	3

Consultant Selection Committee			
Sr	Name of member	Comments	Signatures
1	Mr. Ali Akbar Bosan, COO	<i>Cost seems very high. Need to negotiate & bring abacus at a reasonable price</i>	
2	Mr. Syed Farrukh Jafri, CFO		
3	Mr. Asim Pasha Head Human Resource	<i>Please negotiate medium or cut in wage.</i>	
4	Mr. Faisal Rafiq, Head Procurement	<i>Please negotiate with 1st rank -</i>	
5	Ms. Mashal Yousaf (AM Research & Planning)	<i>Need to negotiate the cost.</i>	

Financial Evaluation after negotiation with 1st Ranked bidder

Revised Financial Result-Knowledge Based Project Management Services			
Detail of Bid Price	Bid Price in PKR offered by Qualified Bidders		
	Abacus Consulting Pvt. Ltd	SDPI	I-SAPS
Bid Price (PKR) inclusive of taxes	2,496,000	1,340,000	2,341,717

QUALITY COST BASED SELECTION										
Sr. No.	Bidder Name	Technical Score	Technical weighting	Weighted Technical Score (WTS)	Financial Bid in PKR (Inclusive of all taxes)	Financial Score	Financial Weighting	Weighted Financial Score (WFS)	Total Score	Rank
		Max. 100	As of 80%			Max. 100	As of 20%		WTS+WFS	
1	Abacus Consulting Pvt. Ltd	85	68	68	2,496,000.0	54	10.7	10.7	78.7	1
2	SDPI	65	52	52	1,340,000.0	100	20.0	20.0	72.0	2
3	I-SAPS	71	56.8	56.8	2,341,717.0	57	11.4	11.4	68.2	3

Consultant Selection Committee			
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3	Mr. Asim Pasha Head Human Resource		
4	Mr. Faisal Rafiq, Head Procurement		
5	Ms. Mashal Yousaf (AM Research & Planning)		